### **Consultative Analytics SM**



### **CY2013 Results**

April 8, 2014







**\$ 136,514,442**Total Plan Spend

+12.5% Per member per month above norm

Non-catastrophic spend +8.8% above norm Catastrophic spend +28.3% above norm

Risk Burden (% of Membership 40+) at 55.7%; slightly below norm = Chronic Risk Population

Your Health First (YHF)
Identification below
target while On-going
engagement well
above target; mature at
18-24 months

Number of Catastrophic claimants and Severity both above norm Healthy
Pregnancy/Healthy
Babies engagement
and participation
gained traction 4th
quarter to be at
target

Non-Network % of Spend declined further to 2.7% for CY2013

#### **Opportunities to consider**

Promote use of preventive care services, especially annual well visits for employees

Encourage members to engage in the Your Health First program when identified for chronic care support

Focus wellness campaigns on exercise, healthy eating and stress

Consider offering incentives for health status outcomes or achieving a health-related goal

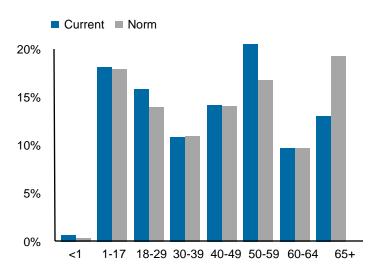
Preventive Care
Utilization and
Well Visit
Completion rate
lagging below
target



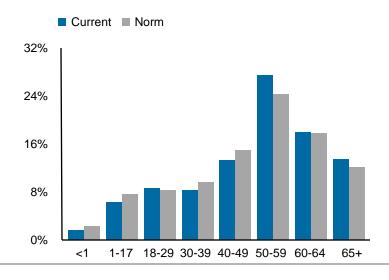
## Population Demographic Summary All Combined



#### Percent of membership by age band



#### Percent of plan spend by age band



#### Key metrics overview- All Combined

	Current	Norm	Variance
Percent of Pop. Age 40+	55.7%	58.0%	-2.3%
Average Member Age	42.0	43.3	-2.8%
Average Employee Age	53.1	54.9	-3.3%
Percent of Population Male	48.0%	45.5%	2.5%
Percent of Population Female	52.0%	54.5%	-2.5%

#### Key metrics overview- Actives

	Current	Norm	Variance
Percent of Pop. Age 40+	48.3%	58.0%	-9.7%
Average Member Age	36.9	43.3	-14.6%
Average Employee Age	48.0	54.9	-12.6%
Percent of Population Male	48.6%	45.5%	3.1%
Percent of Population Female	51.4%	54.5%	-3.1%

#### Key metrics overview- Retirees Under 65

	Current	Norm	Variance
Percent of Pop. Age 40+	89.0%	48.4%	40.6%
Average Member Age	57.1	36.1	58.3%
Average Employee Age	61.4	47.2	30.0%
Percent of Population Male	48.8%	46.4%	2.4%
Percent of Population Female	51.2%	53.6%	-2.4%

#### Key metrics overview- Retirees 65 and Over

	Current	Norm	Variance
Percent of Pop. Age 40+	97.7%	100.0%	-2.3%
Average Member Age	73.4	74.7	-1.7%
Average Employee Age	76.1	75.2	1.3%
Percent of Population Male	43.8%	41.6%	2.2%
Percent of Population Female	56.2%	58.4%	-2.2%



# Medical Service Category Trend Detail All Combined



#### Account summary (PMPM basis)

•	Em	Employer Paid		Cost Share			Plan Spend		
	Current	Norm	Variance	Current	Norm	Variance	Current	Norm	Variance
Inpatient	\$79	\$71	11.0%	\$9	\$3	175.9%	\$88	\$74	18.0%
Outpatient	\$82	\$85	-4.1%	\$24	\$12	107.3%	\$106	\$97	9.4%
Professional	\$75	\$88	-15.0%	\$27	\$20	31.7%	\$102	\$109	-6.2%
Other	\$57	\$37	54.6%	\$8	\$4	115.9%	\$65	\$41	60.1%
Total	\$293	\$282	4.0%	\$68	\$39	74.0%	\$361	\$321	12.5%

	Membership	Em	ployer Paid		Cos	st Share		Plan	Spend	
	Current	Current	Norm	Variance	Current	Norm	Variance	Current	Norm	Variance
Actives	26,560	\$298	\$287	3.7%	\$54	\$39	39.5%	\$352	\$326	8.0%
Retirees- <65	1,339	\$570	\$310	83.7%	\$91	\$41	124.9%	\$661	\$351	88.5%
Retirees- >65	3,695	\$158	\$188	-15.9%	\$156	\$31	402.5%	\$313	\$219	43.4%

#### Non-catastrophic plan spend

	Current	Norm	Variance
Inpatient	\$54	\$47	13.9%
Outpatient	\$93	\$84	10.4%
Professional	\$94	\$101	-7.2%
Other	\$42	\$27	54.1%
Total Non- Catastrophic	\$283	\$260	8.8%
Catastrophic Plan	\$78	\$61	28.3%
Total	\$361		

#### PMPM Excluding Catastrophic Claimants

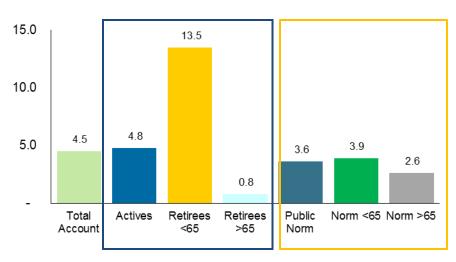




### Catastrophic Claim Summary All Combined



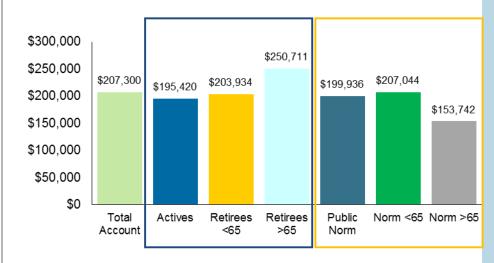
#### Catastrophic claimants in excess per 1,000 members



#### Account Summary (PMPM Basis)

	Current	Norm	Variance
Catastrophic Plan Costs			
Inpatient	\$34.22	\$27.36	25.1%
Outpatient	\$12.66	\$12.35	2.5%
Professional	\$8.14	\$7.68	6.0%
Other	\$22.71	\$13.17	72.4%
Capitation	\$0.04	\$0.03	37.0%
Pharmacy	\$0.00	\$0.00	0.0%
Total Catastrophic Plan Cost	\$77.78	\$60.60	28.3%
Non-Catastrophic Plan Cost	\$282.91	\$265.53	6.5%
Total Plan Cost	\$360.69	\$326.13	10.6%

#### Average plan cost per catastrophic claimant



- Plan cost for catastrophic claimants was \$77.78 PMPM in the current period, or 21.6% of the total plan cost of \$360.69 PMPM
- Current period plan cost for catastrophic claimants of \$77.78 PMPM are 28.3% greater than the norm of \$60.60 PMPM
- Catastrophic claimant threshold of \$100,000 was used for this analysis



# Catastrophic - Claimant ICD9 Summary All Combined



### Top catastrophic spend by primary ICD9

	PMPM	Individual Count	Average Plan Spend (000's)
ICD9 Category	Current	Current	Current
Neoplasms	\$35.59	67	\$201.1
Circulatory	\$11.68	21	\$210.5
Infect/Parasit	\$7.69	9	\$323.3
Musculoskeletal	\$6.49	13	\$189.0
Neurological	\$4.23	8	\$200.2
Int/Ext Injury	\$3.50	5	\$264.7
End/Nutr/Metab	\$2.85	4	\$269.6
Respiratory	\$1.70	4	\$160.8
Gastrointestinal	\$1.57	4	\$148.5
Blood/Blood Org	\$1.00	3	\$126.4
All Other	\$1.38	4	\$130.6
Total	\$77.68	142	\$207.0

	Current				
Relationship	# Mbrs	Cost/Mbr	Total Cost		
EE	80	\$191,614	\$15,329,080		
SP	53	\$225,189	\$11,935,028		
Dep	9	\$241,393	\$2,172,536		
Total	142	\$207,300	\$29,436,644		



### Health Advocacy - Catastrophic Clinical Impact All Combined



#### Top catastrophic claimants - clinical impact

	•	-							
F	Plan	Gender	Age	Relationship	Eligibility	ICD9 Major	ICD9 Minor	Total (\$)	Clinical Programs
(	OAP	F	50-59	Spouse	Enrollee	Circulatory	Other Heart	\$694,553	INP,TRN,WI
(	OAP	M	40-49	Spouse	Enrollee	Infect/Parasit	Bacterial	\$588,974	INP,REH
(	OAP	M	60-64	Spouse	Enrollee	Int/Ext Injury	Comp Surgical	\$562,060	COM,INP,WI
(	OAP	F	60-64	Spouse	Enrollee	Neoplasms	Care/Neoplas	\$547,891	ONC
(	OAP	F	65+	Spouse	Enrollee	Infect/Parasit	Bacterial	\$547,816	COM,INP
(	OAP	F	40-49	Spouse	Enrollee	Infect/Parasit	Other Infect	\$501,042	CAT,CCS,COM,ONC,WI
(	OAP	M	50-59	Spouse	Enrollee	Circulatory	Other Heart	\$494,428	TRN,WI
(	OAP	F	18-29	Dependent	Enrollee	End/Nutr/Metab	Nutrit/Metab	\$478,103	TRN,WI
(	PAC	F	60-64	Spouse	Enrollee	Neoplasms	Respiratory	\$425,802	CCS,ONC,WI
(	OAP	M	50-59	Employee	Enrollee	Neoplasms	Digestive	\$407,986	INP,ONC,WI
(	OAP	M	50-59	Employee	Enrollee	Neoplasms	Care/Neoplas	\$405,579	CCS,ONC,WI
(	OAP	F	18-29	Dependent	Enrollee	Neurological	Head Trauma	\$384,797	COM,INP,WI
(	OAP	F	50-59	Employee	Enrollee	Int/Ext Injury	Chest/Abdom	\$372,786	INP,WI
(	OAP	F	50-59	Employee	Enrollee	Musculoskeletal	Bone	\$372,483	WI
(	OAP	F	40-49	Employee	Enrollee	Neoplasms	Benign Neop	\$339,109	WC,WI
(	OAP	M	50-59	Spouse	Enrollee	Neoplasms	Digestive	\$328,278	CCS,ONC,WI
(	OAP	M	60-64	Employee	Enrollee	Musculoskeletal	Bone	\$327,463	COM,WI
	OAP	F	50-59	Employee	Enrollee	Neoplasms	Care/Neoplas	\$324,124	CCS,ONC,WI
	OAP	F	40-49	Employee	Enrollee	Neoplasms	Female Breast	\$309,874	CCS,INP,ONC,WI
	OAP	M	50-59	Spouse	Enrollee	Neoplasms	Care/Neoplas	\$297,281	CCS,ONC,WI
	OAP	M	40-49	Employee	Enrollee	Neoplasms	Digestive	\$294,479	CCS,ONC,WI
(	OAP	M	<1	Dependent	Enrollee	Circulatory	Cardiovascular	\$284,258	INP,NIC
(	OAP	M	60-64	Employee	Enrollee	Neoplasms	Care/Neoplas	\$280,182	CCS,ONC,WI
	OAP	M	50-59	Employee	Enrollee	Infect/Parasit	Bacterial	\$278,109	INP,WI
(	OAP	F	30-39	Employee	Enrollee	Neoplasms	Female Genital	\$277,479	CCS,ONC

#### Acronym Key

#### **CM/SPCM Programs (Case Mgmt)**

CAT-Catastrophic
COM-Complex
INP-Inpatient
NIC-Neonatal Intensive Care
ONC-Oncology
REH-Rehabilitation
TRN-Transplant

#### Chronic Coaching Programs

AST-Asthma
CAD-Coronary Heart Disease
CHF-Chronic Heart Failure
CPD-Chronic Obstructive Pulmonary Disorder
DEP-Depression
DIA-Diabetes Mellitus
LBP-Low Back Pain
OST-Osteoarthritis
PAD-Peripheral Artery Disease
WGT-Weight Complications

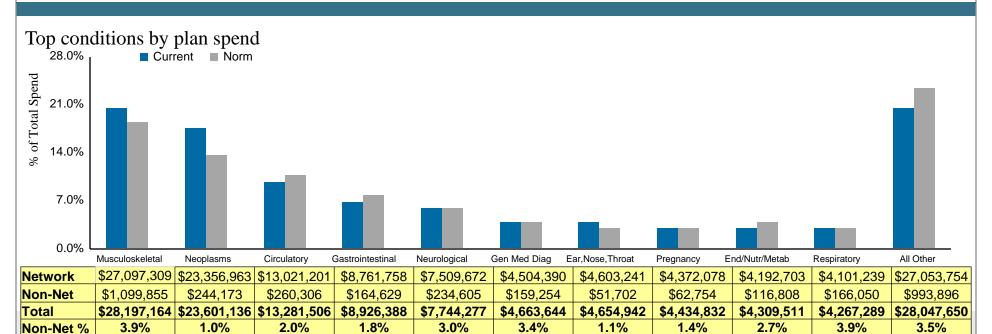
#### Additional Programs

CCS-Cancer Care Support Program
EAP-Employee Assistance Program
HPHB-Healthy Pregnancies Healthy Babies
LMP-Lifestyle Management Programs
OL-Online Programs
TDS-Treatment Decision Support
WC-Wellness Coaching
WI-Well Informed (Gaps In Care)



### Total Plan Spend by Condition All Combined





Top	ICD9	conditions

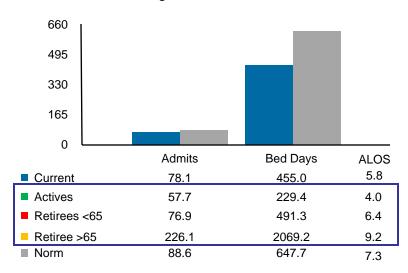
#### Non-Network spend at 2.7% of total spend down from 3.1% (1/13-9/13)

*		Spend	Spend per Claimant	
ICD9 Category	Current	Norm	Variance	Current
Musculoskeletal	\$74.50	\$60.96	22.2%	\$2,291
Neoplasms	\$62.36	\$44.65	39.7%	\$3,042
Circulatory	\$35.09	\$34.12	2.8%	\$2,436
Gastrointestinal	\$23.58	\$24.86	-5.1%	\$2,051
Neurological	\$20.46	\$18.61	10.0%	\$1,926
Gen Med Diag	\$12.32	\$13.86	-11.1%	\$478
Ear,Nose,Throat	\$12.30	\$10.97	12.2%	\$548
Pregnancy	\$11.72	\$10.90	7.5%	\$7,699
End/Nutr/Metab	\$11.39	\$13.28	-14.2%	\$776
Respiratory	\$11.27	\$10.88	3.6%	\$807
All Other	\$74.11	\$77.47	-4.3%	\$866
Total	\$349.10	\$320.56	8.9%	\$4,755

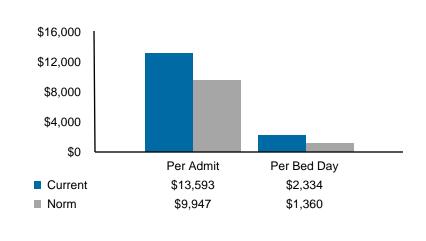




#### Utilization metrics per 1,000 members



#### Average cost metrics



#### Account summary (PMPM basis)

	Current	Norm	Variance
Non-Catastrophic Inpatient	\$53.60	\$47.08	13.9%
Catastrophic Inpatient	\$34.22	\$27.36	25.1%
All Other Service Categories	\$272.87	\$251.69	8.4%
Total Plan Cost	\$360.69	\$326.13	10.6%

#### Top Facilities (Sorted By Plan Amount)

Provider Name	Network	Admit Count	Hosp Days	Plan Amount
ST PETERS HOSPITAL	Y	620.8	2,375.6	\$5,027,028
BENEFIS HOSPITALS INC	Υ	238.2	1,150.9	\$2,876,659
ST JAMES HEALTHCARE	Υ	108.6	404.7	\$2,280,918
ST VINCENT HEALTHCARE	Υ	125.4	460.6	\$2,270,829
ST PATRICK HOSPITAL	Υ	69.6	317.2	\$2,115,277
BILLINGS CLINIC HOSPITAL	Υ	113.8	540.7	\$1,382,582
COMMUNITY MEDICAL CENTER	Υ	113.8	447.9	\$1,276,054
HARBORVIEW MEDICAL CENTER	Υ	12.6	160.2	\$1,159,368
KALISPELL REGIONAL MEDICAL CENTER	Υ	92.7	380.5	\$1,142,156
BOZEMAN DEACONESS HOSPITAL	Υ	74.8	261.4	\$865,263
UNIVERSITY OF WASHINGTON MEDICAL CENTER	Υ	11.6	85.4	\$595,310

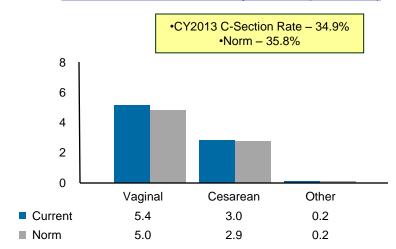


### Inpatient Maternity/Newborns All Combined

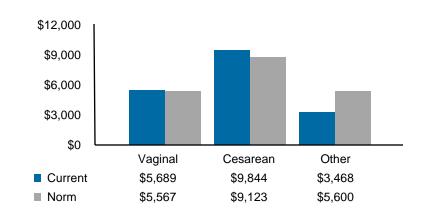


#### Maternity admits utilization per 1,000

11.0% of Admits were Maternity CY 2013 (9.2% norm)

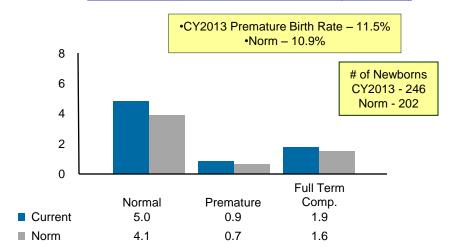


#### Average payment per maternity admit

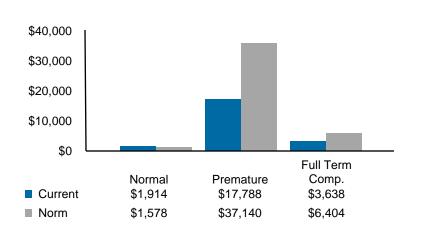


#### Newborn admits utilization per 1,000

10.0% of Admits were Newborns CY 2013 (7.1% norm)



#### Newborn admit average cost





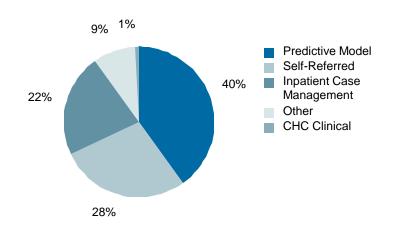
### Health Advocacy - Specialty Case Management All Combined



#### Specialty case management summary

	Unique Members Interventions		Closed Cases	Savings(\$)
	Current	Current	Current	Current
Catastrophic	7	57	5	\$22,083
Complex	93	1,810	79	\$22,769
Maternity	186	1,393	87	\$27,291
NICU	13	164	12	\$138,575
Oncology	322	2,660	340	\$113,751
Rehabilitation (ECF)	3	71	3	\$6,405
Transplant	16	540	5	\$25,400
Total	632	6,695	531	\$356,275

#### Case management referral source



- Specialty case management managed 632 people in the current period
- 531 cases closed in the current period, generating \$356,275 in savings
- Savings were driven by the NICU unit contributing \$138,575 of \$356,275 current period savings
- Referrals into specialty case management were driven primarily by Predictive Model contributing 40% of all referrals



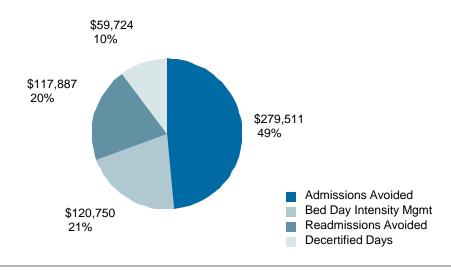
### Health Advocacy - Inpatient Utilization Management All Combined



#### Inpatient utilization management summary table

	Unique Members	Events	Savings(\$)
	Current	Current	Current
Admission Reviewed	66	68	
Pre-Certification			
Admissions Avoided	34	35	\$279,511
Inpatient Utilization Mgmt.			
Decertified Days	12	28	\$59,724
Bed Day Intensity Mgmt	75	161	\$120,750
Readmissions Avoided	*	12	\$117,887
Total - Precert + IP UM	115	236	\$577,872

#### Clinical program management



- Inpatient pre-certification and utilization management generated \$577,872 in savings and touched 115 individuals in the current period
- Savings primarily driven by Admissions Avoided
- 68 admissions were reviewed and 35 were avoided, resulting in \$279,511 savings
- $\bullet$  28 days were decertified for \$59,724 in savings and 161 days were stepped down for \$120,750 savings
- 12 readmissions were avoided, resulting in \$117,887 savings
- \* Readmissions avoided are examined at a client level and compared to national readmission rates, therefore unique member counts are unavailable



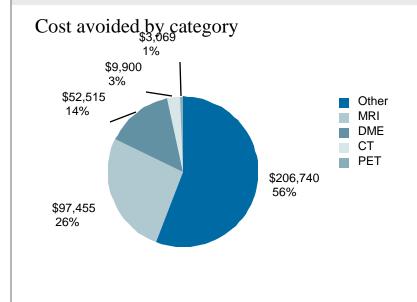
### Health Advocacy - Outpatient Utilization Management All Combined



#### Outpatient utilization management

Combined High Tech Radiology Savings = \$110,424 Combined High Tech Radiology Avoided Events = 100

	Unique Members	Requests	Avoided	Savings(\$)
	Current	Current	Current	Current
MRI	1280	1671	89	\$97,455
PET	61	70	1	\$3,069
СТ	848	1247	10	\$9,900
DME	51	63	15	\$52,515
Medical Injectables	191	224	21	\$65,205
Other	768	1205	235	\$206,740
Total	2660	4480	371	\$434.884



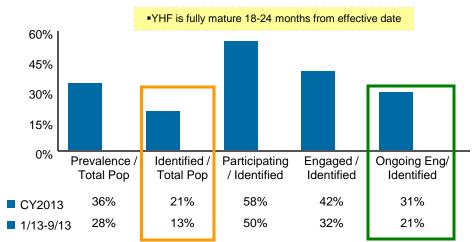
- Outpatient pre-certification generated \$434,884 savings and touched 3,199 individuals in the current period
- 10% of members touched compares to a norm of 11%
- MRIs were the primary source of savings, driven by 89 MRIs avoided for \$97,455 savings



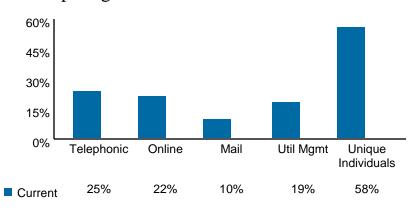
### Your Health First Overview All Combined



#### Identification and engagement



#### Participating as a % of identified



#### Engagement outreach detail

	Count of Individuals	% of Total Pop
Total Population	31,546	•
Prevalence	11,246	35.6%
Self-managed	-4,591	-14.6%
Identified for Outreach	6,655	21.1%
Inaccurate Phone Numbers	-490	-1.6%
Reachable	6,165	19.5%
Outreach Attempts In Progress	-1,477	-4.7%
Busy, No Answer	-256	-0.8%
Message Left	-572	-1.8%
Did not want more information	-1,092	-3.5%
Engaged	2,768	8.8%
One Call	-695	-2.2%
Ongoing Engaged	2,073	6.6%

- Ongoing engagement rose from 2.7% to 6.6%
- Ongoing engagement count rose from 863 to 2,073

- Your Health First focuses on individuals holistically bringing together lifestyle, social, and behavioral support for individuals
- 36% of the population has a condition; however, 21% of the population has been identified for outreach in the current period
- Of those identified, 58% have had one or more clinical touches. The top clinical touches included 25% were involved in telephonic coaching, 22% were engaged online and 19% experienced utilization management
- 42% of those identified engaged or 45% of those who were reachable were engaged. 31% of those identified were engaged in an ongoing basis through telephonic, online, or other means





Condition		Identified	Ongoir	ıg Engagemer
	Count of Individuals	% of Population	Count of Individuals	% of Identified
Asthma	493	1.6%	129	26.2%
COPD	456	1.4%	64	14.0%
Congestive Heart Failure	347	1.1%	47	13.5%
Coronary Artery Disease	779	2.5%	98	12.6%
Depression	1,294	4.1%	279	21.6%
Diabetes	1,529	4.8%	237	15.5%
Low Back Pain	695	2.2%	159	22.9%
Osteoarthritis	1,100	3.5%	203	18.5%
Peripheral Arterial Disease	134	0.4%	16	11.9%
Weight Complications	672	2.1%	126	18.8%
Total Unique	4,833	15.3%	750	15.5%
Self Managed	4,591	14.6%		
Total	9,424	29.9%		
i Oldi	9,424	29.9%		

- Chronic conditions are a significant driver of medical cost and reduced productivity
- In the current period, predictive models have identified 29.9% of the population with a chronic condition
- Of those identified for outreach in the current period, 15.5% are engaged in an ongoing way meaning they agreed to participate in telephonic or online coaching

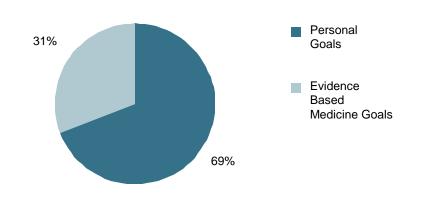


# YHF - Progress Toward Goals All Combined



	Count of Goals			
Goal Category	Set	Open	Progressed	Met
Personal Goal	755	396	133	226
Improve Med Adherence	180	40	2	138
Improve Exercise	179	68	57	54
Healthy Eating	173	76	30	67
Prevention	168	36	13	119
Symptoms	64	24	15	25
Stress	60	24	14	22
Lose Weight	60	28	22	10
Physicians Visits	56	16	1	39
Behavioral/Lifestyle	42	22	6	14
All Other Goals	120	48	12	60
Total Count of Goals	1,857	778	305	774
% of Total Goals		41.9%	16.4%	41.7%
Total Unique Individuals	369	97	25	247

#### Type of goal



- One of the most important aspects to coaching is goal setting and measuring progress against those goals
- Coaches will work with individuals to determine the areas where they have the most need and are ready for change. They will focus both on personal goals and evidence-based goals.
- In the current period, 369 individuals have set 1,857 goals with their coaches
- 58.1% of the goals have been progressed against or met in the current period
- 30.6% of the goals are based on improving evidence based medicine measures vs. 69.4% are personal goals

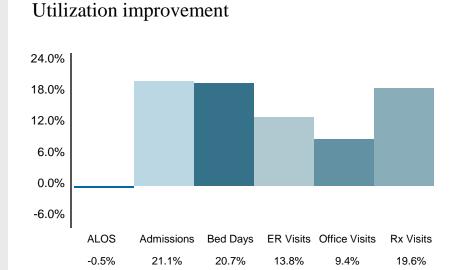


### Your Health First - Outcomes Summary All Combined

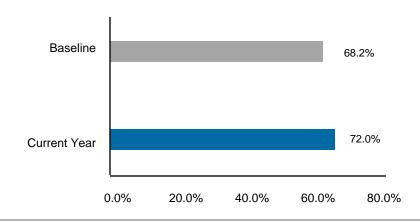


	Count of Individuals	% of Population	Norm
Total Population	31,546		
Chronic Prevalence	9,424	29.9%	26.6%

	Participating Members	Savings per Member	Savings
Medical Savings	9,183	\$252	\$2,314,116
Productivity Savings	558	\$454	\$253,332
Total Savings	NA	NA	\$2,567,448



#### Clinical compliance - gaps in care



#### Comments

- Total savings of \$2,567,448 are estimated for the Your Health First program
- Inpatient admissions shows the greatest utilization improvement, while ALOS shows the lowest improvement from the baseline to the current year
- Overall clinical compliance encompassing 30 key gaps in care measures shows a 3.8% improvement from the baseline to the current year.
- Members with 6 or more months of health plan eligibility are included in the evaluation

PDMPM Savings, Utilization & Quality metrics reflect results for the most recent Cigna Book of Business using Historical Control Methodology

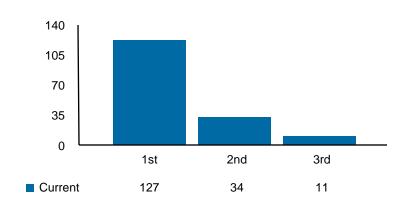


### Healthy Pregnancies Healthy Babies

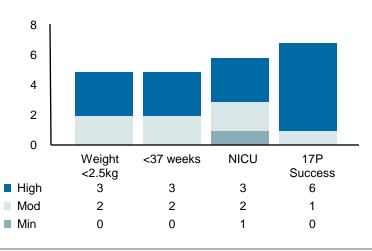


Cigna. All Combined

#### Participation by trimester



#### Completed pregnancies - current period (58 total completed pregnancies enrolled in HPHB)



#### Participation detail

Program Participants			Current
Beginning participants			0
Newly enrolled participants			172
Total participants managed during period			172
Completed Pregnancies		Q3 2013	CY2013
Program participant completed pregnancies		25	58
All completed pregnancies during period		185	252
% Engagement		13.5%	23.0%
Risk Stratification by Trimester	Min	Mod	High
1st Trimester	84	31	12
2nd Trimester	20	11	3
3rd Trimester	5	2	4
Total	109	44	19

#### Comments

- Healthy Pregnancies/Healthy Babies managed 172 participants in the current period
- 127 enrolled in the 1st trimester and 34 enrolled in the 2nd trimester
- 19 individuals were assessed to be high risk, with 15 enrolling in the 1st or 2nd trimester
- 5 of the completed pregnancies had a birth weight under 2.5kg, 5 were delivered pre-term, 6 resulted in a NICU admission, and 7 indicate successful use of 17P treatment

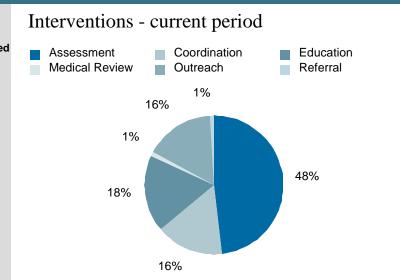


### Cancer Care Support Program - Activity Detail All Combined

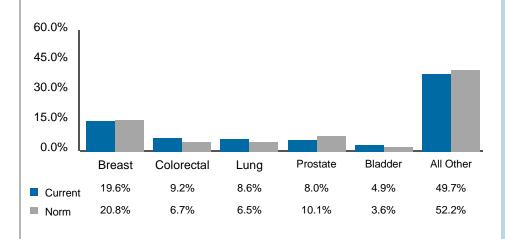


#### Identification and engagement

	Identified		Engaged	Engaged as a 9	gaged as a % of Identified	
Condition	Current	% of Total	Current	Current	Norm	
Strat 1 Surveillance	102	38.1%	101	99%	99%	
Strat 2 Maintenance	25	9.3%	6	24%	22%	
Strat 3 Active Treatment	133	49.6%	52	39%	28%	
Strat 4 Active with Compl	8	3.0%	4	50%	42%	
Total Unique	252	100%	159	63%	47%	
Total as a % of all members	0.80%		0.50%			
Norm as a % of all members	0.58%		0.27%			



#### Top 5 conditions - engaged individuals



- The cancer care support program identified 0.80% of the population for outreach
- Breast has the greatest prevalence among engaged individuals for the current period at 19.6%
- The most common type of intervention was Assessment, at 48% of the total for the current period
- In September 2008, the Cancer Care Support Program improved the algorithms used to identify members for inclusion in the program. As a result, the number of members identified and engaged after September 2008 will be lower than the number of members identified and engaged before September 2008



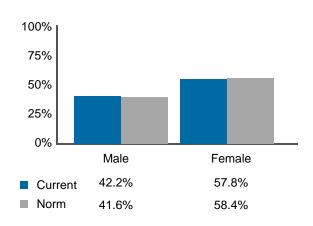
### Health Assessment - Overview All Combined



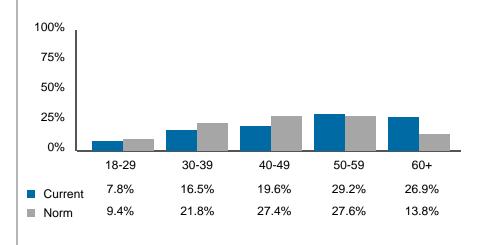
#### Participation

	Current	Norm	Variance
Average eligible employees	15,619		
Average eligible dependents	10,149		
Employee completions	6,336		
Dependent completions	2,690		
Total completions	9,026		
Employee completions	40.6%	9.9%	30.7%
Dependent completions	26.5%	3.5%	23.0%
Spanish completions	0.0%	0.0%	0.0%
% of members with biometrics	81.6%		

#### Gender distribution



#### Age distribution



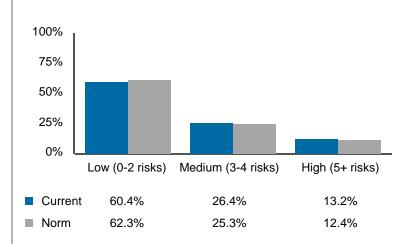
- Total health assessment completions were 9,026
- The largest age band category for completers is 50-59 at 29.2%, 1.6% greater than the norm of 27.6%
- 57.8% of individuals who completed a health assessment are Female, 42.2% Male
- 81.6% of members completed a biometric screening in the current period



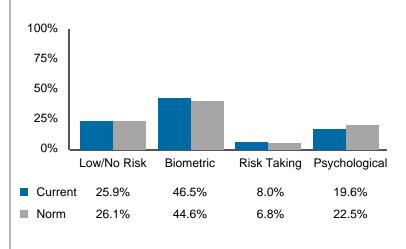
### Health Assessment - Risk Review All Combined



#### Population by risk level



#### Risk cluster analysis



#### Average spend by risk level

	Current	Norm	Variance
Low	\$3,271	\$3,499	-6.5%
Medium	\$5,536	\$6,133	-9.7%
High	\$8,492	\$10,158	-16.4%

#### Ranked health risks - percent of respondents

	Total Risks			_
	Current	Norm	Variance	Current Primary Risk
Weight	46.5%	53.2%	-6.7%	28.7%
Blood Pressure	31.3%	31.2%	0.1%	7.5%
HDL Cholesterol	19.6%	19.4%	0.2%	2.0%
Safety Belt Use	18.3%	11.1%	7.2%	3.0%
Stress	17.3%	18.2%	-1.0%	4.5%
Use of Drugs	16.5%	15.9%	0.6%	5.1%
Medical Problems	16.1%	13.9%	2.3%	7.9%
Physical Activity	12.1%	13.5%	-1.4%	9.4%
Personal Illness	11.0%	9.9%	1.0%	1.1%
Cholesterol	10.2%	4.2%	6.0%	2.6%
Job Satisfaction	9.0%	9.9%	-0.9%	1.0%
Perceived Health	8.8%	7.6%	1.3%	4.1%
Life Satisfaction	8.2%	10.1%	-2.0%	0.6%
Cigarette Smoking	4.5%	4.9%	-0.4%	4.2%
Alcohol Use	3.6%	1.9%	1.7%	1.1%
Age Risk	1.3%	1.3%	0.0%	0.0%